



Fiscal Year 2022

Report to the General Assembly
July 1, 2021 - June 30, 2022



Missouri Department of
Economic Development

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The Missouri Works Program was created to facilitate the creation and retention of high-quality jobs by targeted business projects. It went into effect on August 28, 2013. The Program includes nine categories: Zone, Rural, State-wide, Mega 120, Mega 140, Retention Works, Deal Closing Fund, Retention Works-Auto Manufacturing, and Qualified Military Projects. The benefits may include the retaining of state withholding taxes and/or state tax credits. There are both “statutory” and “discretionary” components to the program (see: **Missouri Works Summary**).

Missouri Works is a “performance-based” incentive, such that the benefits are not provided until the actual new or retained payroll is documented at the end of each year of the company’s benefit period. In addition, each company that participates in the program must execute an agreement with the Missouri Department of Economic Development (DED) to ensure compliance, record keeping, and minimum job creation/retention, and in certain instances, minimum new capital investment.

Pursuant to section 620.2020.15. RSMo., DED is required to report on the following each quarter to the General Assembly:

1. A list of all approved and disapproved applicants for each tax credit (see: **Missouri Works Report for Legislators Total Authorized**);
2. A list of the aggregate amount of new or retained jobs that are directly attributable to the tax credits authorized (see: **Missouri Works Report for Legislators Total Authorized**);
3. A statement of the aggregate amount of new capital investment directly attributable to the tax credits authorized (see: **Missouri Works Report for Legislators Total Authorized**);
4. 4. Documentation of the estimated net state fiscal benefit for each authorized project and, to the extent available, the actual benefit realized upon completion of such project or activity. The Net General Revenue Benefit Ratio is reported as the ratio for the project as a whole, with all incentives included (see: **Missouri Works Report for Legislators Total Authorized** and **Missouri Works Report for Legislators Total Closed**); and
5. The Department’s response time for each request for a proposed benefit award under this program (see: **Proposal Assignment Tracking**).

MISSOURI WORKS SUMMARY JULY 1, 2021 – JUNE 30, 2022

Program Type	Minimum Job Number	Minimum Investment	Minimum Average Wage	Benefit Type	Statutory Benefit Calculation	Discretionary Benefit Calculation	Other notes
ZONE WORKS	2	\$100,000 within 2 years of approval	80% of County Average Wage	Statutory	Retain 100% of State Withholding Tax of the new jobs for 5 years (or 6 years for existing MO Business).	None	Project Facility must be located in an Enhanced Enterprise Zone.
RURAL WORKS	2	\$100,000 within 2 years of approval	90% of County Average Wage	Statutory	Retain 100% of State Withholding Tax of the new jobs for 5 years (or 6 years for an existing MO Business).	None	Project facility must be located in a "rural" county, which would not include Boone, Buchanan, Clay, Greene, Jackson, St. Charles, and St. Louis City and County.
STATEWIDE WORKS	10	None	90% of County Average Wage	Statutory & Discretionary Components	Statutory: Retain 100% of State Withholding Tax of the new jobs for 5 years (or 6 years for an existing MO Business).	An additional benefit of up to 6% of new payroll each year for 5 years (6 years for an existing MO Business) in refundable tax credits not to exceed 9% of new payroll.	
MEGA 120 WORKS	100	None	120% of County Average Wage	Statutory & Discretionary Components	Statutory: 6% of new payroll each year for 5 years (6 years for an existing MO business) in a combination of retained withholdings taxes and refundable tax credits.	An additional benefit of up to 3% of new payroll each year for 5 years (6 years for an existing MO Business) in refundable tax credits not to exceed 9% of new payroll.	
MEGA 140 WORKS	100	None	140% of County Average Wage	Statutory & Discretionary Components	Statutory: 7% of new payroll each year for 5 years (6 years for an existing MO business) in a combination of retained withholdings taxes and refundable tax credits.	An additional benefit of up to 2% of new payroll each year for 5 years (6 years for an existing MO Business) in refundable tax credits not to exceed 9% of new payroll).	
RETENTION WORKS	50 retained	50% or more of the incentive total	90% of County Average Wage	Discretionary	None	Retain up to 100% of State Withholding Tax for the retained jobs for up to 10 years.	Company must be at risk for relocation out of state.
DEAL CLOSING FUND	10	None	100% of County Average Wage	Discretionary	None	Tax Credits based on the analysis of investment, jobs, wages, etc., and outlined in the proposal. Tax Credits must be issued within 1 year.	
RETENTION WORKS-AUTO MANUFACTURING (DISCRETIONARY)	N/A	\$500,000,000 within 3 years of NOI Approval	N/A	Discretionary	None	Tax Credits based on the analysis of investment, jobs, wages, etc., and outlined in the proposal.	
QUALIFIED MILITARY PROJECTS	10	Real or Personal Property Amount as outlined in the proposal	90% of County Average Wage	Discretionary	None	Tax Credits equal to estimated withholding taxes for a term no longer than 15 years, and must have been proposed.	Requires an MOU between the Industrial Development Authority and the US Department of Defense.

MISSOURI WORKS FOR LEGISLATORS TOTAL CREDITS AUTHORIZED FROM 07/01/2021 TO 06/30/2022

Company Name/Requestor Program	Product Status	Mo Works Project Type	Retained Jobs	Authorized Tax Credits	Authorized Withholding Amount	Projected Jobs	Anticipated Investment	Net General Revenue Benefit Ratio	Value-Added/ GSP in \$
MISSOURI WORKS - MEGA 120 WORKS									
DELI STAR CORPORATION	Approved	Statutory		\$4,760,080.00	\$0.00	475	\$99,041,718.00		
Total 120 Works				\$4,760,080.00	\$0.00	475	\$99,041,718.00	Avg: 0.00	
MISSOURI WORKS - MEGA 140 WORKS									
CENTENE CORPORATION/ DBA CENTENE MANAGEMENT COMPANY, LLC	Approved	Statutory		\$2,581,804.00	\$2,687,184.00	150	\$748,000,000.00		
MIREALM INC	Approved	Statutory		\$6,103,422.00	\$5,864,073.00	628	\$35,350,000.00		
PATHEON BIOLOGICS LLC FKA GALLUS BIOPHARMACEUTICALS, LLC	Approved	Statutory		\$2,645,490.00	\$2,541,746.00	169	\$68,575,000.00		
WORLD WIDE TECHNOLOGY HOLDING CO., LLC FKA WORLD WIDE TECHNOLOGY	Approved	Statutory		\$1,987,917.00	\$1,909,960.00	100	\$0.00		
Total 140 Works				\$13,318,633.00	\$13,002,963.00	1,047	\$851,925,000.00	Avg: 0.00	
MISSOURI WORKS - RETENTION WORKS									
CALERES, INC	Approved	Discretionary	646	\$0.00	\$1,591,770.00		\$57,572,747.00	11.81	
Total Retention Works				646	\$0.00	\$1,591,770.00	0	\$57,572,747.00	Avg: 11.81
MISSOURI WORKS - RURAL WORKS									
CANON CONCRETE COMPANY, LLC	Approved	Statutory		\$0.00	\$79,966.00	24	\$1,939,000.00		
LOWE BOATS (BRUNSWICK CORPORATION)	Approved	Statutory		\$0.00	\$390,917.00	53	\$1,500,000.00		
RANAR SCREEN PRINTING EQUIPMENT	Approved	Statutory		\$0.00	\$41,891.00	8	\$336,000.00		
Total Rural Works				\$0.00	\$512,774.00	85	\$3,775,000.00	Avg: 0.00	
MISSOURI WORKS - STATEWIDE WORKS									
A. ZEREGA'S SONS, INC.	Approved	Statutory		\$0.00	\$36,210.00	24	\$6,000,000.00		
AMERICAN MARKSMAN, LLC	Approved	Statutory		\$0.00	\$409,177.00	59	\$4,564,500.00		
AMPROD LLC FKA KM2022 LLC	Approved	Statutory		\$0.00	\$2,531,795.00	300	\$1,500,000.00		

MISSOURI WORKS FOR LEGISLATORS TOTAL CREDITS AUTHORIZED FROM 07/01/2021 TO 06/30/2022

Company Name/Requestor Program	Product Status	Mo Works Project Type	Retained Jobs	Authorized Tax Credits	Authorized Withholding Amount	Projected Jobs	Anticipated Investment	Net General Revenue Benefit Ratio	Value-Added/ GSP in \$
AVIATION TECHNICAL SERVICES, INC.	Approved	Statutory		\$0.00	\$725,146.00	107	\$8,000,000.00		
BABYATION, INC.	Approved	Statutory		\$0.00	\$376,429.00	41	\$225,000.00		
BENSON HILL, INC. FKA BENSON HILL BIOSYSTEMS, INC.	Approved	Statutory		\$0.00	\$551,102.00	35	\$6,100,000.00		
BLOCK OF DELAWARE, INC.	Approved	Statutory		\$0.00	\$4,190,503.00	497	\$0.00		
BUCS, LLC	Approved	Statutory		\$0.00	\$1,004,006.00	108	\$445,000.00		
CALERES, INC	Approved	Discretionary		\$856,649.00	\$0.00	34	\$57,572,747.00	11.81	\$678.73
CARLISLE CONSTRUCTION MATERIALS	Approved	Discretionary		\$658,858.00	\$1,142,917.00	129	\$122,000,000.00	1.19	\$76.80
CII MISSOURI, LLC	Approved	Discretionary		\$96,824.00	\$309,838.00	60	\$31,500,000.00	2.04	\$236.75
CLARIOS, LLC	Approved	Statutory		\$0.00	\$1,598,840.00	114	\$45,000,000.00		
COOPERATIVE RESPONSE CENTER, INC.	Approved	Statutory		\$0.00	\$527,989.00	87	\$650,000.00		
CORE & MAIN LP FKA HD SUPPLY WATERWORKS, LTD	Approved	Statutory		\$0.00	\$159,793.00	13	\$0.00		
COSMOS CORPORATION	Approved	Discretionary		\$571,526.00	\$2,017,485.00	164	\$20,100,000.00	6.2	
DRUG PACKAGE	Approved	Statutory		\$0.00	\$554,504.00	70	\$5,500,000.00		
ELECTRONICS SUPPLY HOLCO, LLC	Approved	Statutory		\$0.00	\$395,737.00	34	\$1,300,000.00		
EVERGRAIN, LLC	Approved	Discretionary		\$328,308.00	\$1,408,441.00	50	\$100,000,000.00	2.3	\$119.59
FISHER-ROSEMOUNT SYSTEMS, INC.	Approved	Statutory		\$529,583.00	\$0.00	46	\$567,216.00		
FRONTMATEC INC.	Approved	Statutory		\$0.00	\$229,717.00	15	\$786,596.00		
GABE'S OIL, INC.	Approved	Statutory		\$0.00	\$261,804.00	30	\$3,550,000.00		
GOVERNMENT EMPLOYEES HEALTH ASSOCIATION, INC.	Approved	Statutory		\$0.00	\$1,739,058.00	175	\$16,000,000.00		
HITACHI ENERGY USA INC.	Approved	Statutory		\$0.00	\$774,637.00	75	\$9,700,000.00		
HOMBASE, LLC DBA HOMBASE AI	Approved	Discretionary		\$670,651.00	\$2,300,331.00	300	\$4,340,000.00	1.35	\$208.62
KAK INDUSTRY, LLC	Approved	Statutory		\$0.00	\$203,438.00	30	\$9,085,131.00		

MISSOURI WORKS FOR LEGISLATORS TOTAL CREDITS AUTHORIZED FROM 07/01/2021 TO 06/30/2022

Company Name/Requestor Program	Product Status	Mo Works Project Type	Retained Jobs	Authorized Tax Credits	Authorized Withholding Amount	Projected Jobs	Anticipated Investment	Net General Revenue Benefit Ratio	Value-Added/ GSP in \$
KAWASAKI MOTORS MANUFACTURING CORP. USA	Approved	Statutory		\$0.00	\$2,060,814.00	278	\$6,600,000.00		
KEMIN INDUSTRIES, INC (DBA KEMIN NUTRISURANCE)	Approved	Statutory		\$0.00	\$538,023.00	62	\$93,275,000.00		
MAGNESIUM TECHNOLOGY GROUP, LLC	Approved	Statutory		\$0.00	\$345,849.00	21	\$1,500,000.00		
MERIDIAN MEDICAL TECHNOLOGIES, INC.	Approved	Statutory		\$0.00	\$913,204.00	70			
NESTLE USA, INC.	Approved	Statutory		\$0.00	\$317,684.00	30	\$5,800,000.00		
OSTARA USA, LLC	Approved	Discretionary		\$134,826.00	\$482,677.00	40	\$17,800,000.00	8.63	\$498.76
PHOENIX/ANJON BUILDING MATERIALS, INC DBA ANJON MANUFACTURING	Approved	Statutory		\$0.00	\$211,356.00	25	\$0.00		
PLUMROSE USA INC. DBA SWIFT PREPARED FOODS (PROJECT SILVER)	Approved	Discretionary		\$2,768,262.00	\$0.00	235	\$184,350,000.00	1.75	\$132.18
PROPPER ASSET MANAGEMENT, LLC	Approved	Statutory		\$0.00	\$148,898.00	13	\$148,898.00		
RLE INTERNATIONAL INC.	Approved	Statutory		\$0.00	\$1,024,319.00	85	\$7,678,000.00		
SAFETYCULTURE, INC.	Approved	Statutory		\$0.00	\$798,859.00	70	\$4,800,000.00		
SPOTLIGHT AR LLC	Approved	Statutory		\$0.00	\$789,783.00	75	\$6,000,000.00		
THE MISSOURIAN LIQUIDATOR LLC	Approved	Statutory		\$0.00	\$56,861.00	10	\$0.00		
TRUE LEVEL INVESTMENTS, INC.	Approved	Statutory		\$0.00	\$62,101.00	12	\$18,000,000.00		
TYSON CHICKEN, INC.	Approved	Statutory		\$0.00	\$170,052.00	27	\$39,200,000.00		
WESTERN WIRE PRODUCTS COMPANY	Approved	Statutory		\$0.00	\$387,084.00	47	\$1,926,000.00		
WESTERN'S SMOKEHOUSE & MEAT MARKET, LLC	Approved	Statutory		\$0.00	\$300,163.00	50	\$2,475,000.00		
Total Statewide Works				\$6,615,487.00	\$32,056,624.00	3,747	\$844,039,088.00	Avg: 4.41	\$1,951.43

MISSOURI WORKS FOR LEGISLATORS TOTAL CREDITS AUTHORIZED FROM 07/01/2021 TO 06/30/2022

Company Name/Requestor Program	Product Status	Mo Works Project Type	Retained Jobs	Authorized Tax Credits	Authorized Withholding Amount	Projected Jobs	Anticipated Investment	Net General Revenue Benefit Ratio	Value-Added/ GSP in \$
MISSOURI WORKS - ZONE WORKS									
A. ZAHNER COMPANY	Approved	Statutory		\$0.00	\$567,491.00	40	\$3,930,000.00		
ARLEE HOME FASHIONS, INC.	Approved	Statutory		\$0.00	\$365,094.00	80	\$286,500.00		
COFFEETREE GROUP	Approved	Statutory		\$0.00	\$269,434.00	50	\$100,000.00		
COHEN ARCHITECTURAL WOODWORKING, LLC	Approved	Statutory		\$0.00	\$282,154.00	60	\$2,386,000.00		
COMPASS ROOFING DBA COMPASS CONSTRUCTORS	Approved	Statutory		\$0.00	\$81,827.00	7	\$125,000.00		
CRUX KC, LLC	Approved	Statutory		\$0.00	\$113,818.00	25	\$1,000,000.00		
DOYLE EQUIPMENT MANUFACTURING CO.	Approved	Statutory		\$0.00	\$134,877.00	25	\$936,000.00		
EVERTRAK, LLC FKA NICE RAIL PRODUCTS, LLC	Approved	Statutory		\$0.00	\$301,814.00	40	\$10,000,000.00		
GFFG, LLC	Approved	Statutory		\$0.00	\$372,991.00	60	\$100,000.00		
HERMANN VETERINARY CLINIC	Approved	Statutory		\$0.00	\$74,795.00	15	\$2,500,000.00		
ICE CREAM FACTORY, LLC	Approved	Statutory		\$0.00	\$439,041.00	130	\$9,000,000.00		
JPI WHOLESALERS, INC.	Approved	Statutory		\$0.00	\$290,266.00	50	\$5,000,000.00		
KEELEY CONSTRUCTION GROUP, INC. FKA L KEELEY CONSTRUCTION CO.	Approved	Statutory		\$0.00	\$1,038,577.00	100	\$2,597,500.00		
LIPPERT COMPONENTS MANUFACTURING, INC.	Approved	Statutory		\$0.00	\$512,824.00	90	\$1,500,000.00		
MARTIN ENERGY GROUP SERVICES LLC	Approved	Statutory		\$0.00	\$449,444.00	50	\$1,800,000.00		
MAZCON, A KURTZ BROS. COMPANY, LLC	Approved	Statutory		\$0.00	\$72,977.00	16	\$2,000,000.00		
MORRIS PACKAGING, LLC	Approved	Statutory		\$0.00	\$529,146.00	106	\$9,800,000.00		
NETRALITY PROPERTY MANAGEMENT COMPANY, LLC	Approved	Statutory		\$0.00	\$24,083.00	2	\$14,671,835.00		
PEERLESS PRODUCTS, INC	Approved	Statutory		\$0.00	\$436,659.00	111	\$3,500,000.00		

MISSOURI WORKS FOR LEGISLATORS TOTAL CREDITS AUTHORIZED FROM 07/01/2021 TO 06/30/2022

Company Name/Requestor Program	Product Status	Mo Works Project Type	Retained Jobs	Authorized Tax Credits	Authorized Withholding Amount	Projected Jobs	Anticipated Investment	Net General Revenue Benefit Ratio	Value-Added/ GSP in \$
RIVERVIEW MANUFACTURING	Approved	Statutory		\$0.00	\$37,053.00	5	\$187,200.00		
SCHREIBER FOODS-MOUNT VERNON	Approved	Statutory		\$0.00	\$436,916.00	78	\$29,000,000.00		
SERVICE MANAGEMENT GROUP, LLC	Approved	Statutory		\$0.00	\$2,532,500.00	210	\$100,000.00		
SUPERIOR GEARBOX COMPANY	Approved	Statutory		\$0.00	\$17,108.00	4	\$1,000,000.00		
TRIA HEALTH, LLC	Approved	Statutory		\$0.00	\$1,566,058.00	193	\$16,349,640.00		
TYSON FOODS(HILLSHIRE BRANDS-SARA LEE-ST. JOSEPH FOODS - SEITZ)	Approved	Statutory		\$0.00	\$260,563.00	28	\$58,000,000.00		
ULTRASOURCE LLC	Approved	Statutory		\$0.00	\$690,294.00	62	\$3,000,000.00		
VAN-AM TOOL & ENGINEERING, LLC	Approved	Statutory		\$0.00	\$68,025.00	8	\$500,000.00		
WALGREEN CO.	Approved	Statutory		\$0.00	\$1,328,707.00	200	\$30,000,000.00		
WESTERN DIESEL SERVICES, INC. DBA TERRAMAC	Approved	Discretionary		\$0.00	\$581,930.00	75	\$13,900,000.00	2.9	\$268.20
WOLF 21 INC.	Approved	Statutory		\$0.00	\$50,989.00	3	\$100,000.00		
WUGEN, INC.	Approved	Statutory		\$0.00	\$511,238.00	40	\$3,940,000.00		
Total Zone Works				\$0.00	\$14,438,693.00	1,963	\$227,309,675.00	Avg: 2.90	\$268.20
TOTAL ENDING 07/01/2021-06/30/2022			646	\$24,694,200.00	\$61,602,824.00	7,317	\$2,083,663,228.00	AVG: 5.00	\$2,219.63

MISSOURI WORKS FOR LEGISLATORS TOTAL DENIED FROM 07/01/2021 TO 06/30/2022

Company Name/ Requestor Program	Product Status	Mo Works Project Type	Retained Jobs	Authorized Tax Credits	Authorized Withholding Amount	Projected Jobs	Anticipated Investment	Net General Revenue Benefit Ratio	Value-Added/ GSP in \$
MISSOURI WORKS - STATEWIDE WORKS									
PIC THE GIFT, LLC	Denied								
Total Statewide Works						0		Avg: 0.00	
TOTAL ENDING 07/01/2021-06/30/2022						0		AVG:	

MISSOURI WORKS FOR LEGISLATORS TOTAL CLOSED FROM 07/01/2021 TO 06/30/2022

Company Name/ Requestor Program	Product Status	Mo Works Project Type	Retained Jobs	Authorized Tax Credits	Authorized Withholding Amount	Projected Jobs	Anticipated Investment	Net General Revenue Benefit Ratio	Value-Added/ GSP in \$
MISSOURI WORKS - RURAL WORKS									
ENBRIDGE PIPELINES (FSP) L.L.C.	Closed	Statutory		\$0.00	\$48,974.00	3	\$55,000,000.00		
GRAPHIC PACKAGING INTERNATIONAL, LLC	Closed	Statutory		\$0.00	\$450,749.00	50	\$66,750,000.00		
Total Rural Works				\$0.00	\$499,723.00	53	\$121,750,000.00	Avg: 0.00	
MISSOURI WORKS - STATEWIDE WORKS									
MARSHALL USA, LLC	Closed	Discretionary		\$1,231,066.00	\$2,087,984.00	238	\$2,000,000.00		
Total Statewide Works				\$1,231,066.00	\$2,087,984.00	238	\$2,000,000.00	Avg: 0.00	
MISSOURI WORKS - ZONE WORKS									
HOME DEPOT USA, INC.	Closed	Statutory		\$0.00	\$245,770.00	25	\$2,683,399.00		
Total Zone Works				\$0.00	\$245,770.00	25	\$2,683,399.00	Avg: 0.00	
TOTAL ENDING 07/01/2021-06/30/2022				\$1,231,066.00	\$2,833,477.00	316	\$126,433,399.00	AVG:	

PROPOSAL ASSIGNMENT TRACKING JULY 1, 2021 – JUNE 30, 2022

Project ID	# of Business Days from PIR to RFP	# of Business Days from RFP to Proposal	# of Business Days from PIR to Response
QTR 1			
2106003	16	5	3
2106010	9	5	9
2106011	3	2	0
2107003	8	9	3
2107004	2	8	0
2107005	4	17	3
2107006	9	3	1
2107006	9	3	1
2107008	2	6	0
2107009	2	5	1
2108001	3	8	0
2108002	3	4	1
2108003	11	9	2
2108006	5	5	1
2108011	0	7	0
2108012	3	4	0
2108014	10	3	10
2109001	4	14	3
2109004	14	13	1
2109005	10	6	4
2109008	11	11	5
2109014	2	11	1
2109019	3	13	1
Average Response Time in Days			2.17
QTR 2			
2109020	5	16	3
2109021	8	15	4
2110003	5	7	1
2110004	1	13	0
2110005	4	4	0
2110006	7	12	3
2110007	4	6	1
2111001	3	19	0
2111002	9	13	2
2111004	3	2	5
2111006	11	10	1
2111012	7	9	3
2112003	2	8	0
2112004	1	7	8
2112007	2	9	11
Average Response Time in Days			2.80

PROPOSAL ASSIGNMENT TRACKING JULY 1, 2021 – JUNE 30, 2022 (CONTINUED)

QTR 3			
2111010	28	8	0
2111010	28	8	0
2112009	16	4	4
2201001	5	5	4
2201004	1	6	0
2201005	1	11	1
2201008	2	2	4
2201009	1	9	0
2201010	3	17	0
2201011	27	5	2
2201015	4	8	4
2202001	5	8	3
2202003	5	3	2
2202006	3	4	5
2203001	3	5	5
2203002	10	9	4
2203007	1	5	0
2203008	1	4	5
2203009	1	9	1
2203011	2	5	0
2203012	2	4	5
Average Response Time in Days			2.33
QTR 4			
2204008	2	9	0
2204008	2	9	0
2204008	2	9	0
2204010	3	15	0
2205002	29	11	5
2205004	29	11	5
2205005	18	4	0
2205007	4	10	3
2205009	1	6	0
2205009	1	6	0
2205010	3	8	0
2206002	1	12	0
2206013	1	11	0
Average Response Time in Days			1.00